

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 DRC-01 RSC-01 DOTE-00

FAA-00 /039 W

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R 301345Z AUG 74

FM AMEMBASSY BONN

TO SECSTATE WASHDC 4722

INFO AMCONSUL FRANKFURT

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E. O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: MAJOR PROJECT: TARK AIR TRAFFIC CONTROL
SYSTEM

REF: (A) BONN 13336, (B) STATE 1183182, (C) STATE
183407

1. SUMMARY: BURROUGHS' REPS CALLED AT EMBASSY TO DISCUSS THE CURRENT STATUS OF THE FRG'S ATC IMPROVEMENT PROGRAM (TARK). BURROUGHS APPEARED WELL INFORMED ON DEVELOPMENTS AND WAS AWARE THAT SEVERAL OTHER US FIRMS WERE INTERESTED IN THE TARK PROGRAM. EMBASSY HAS DEVELOPED ADDITIONAL INFORMATION ON TARK FROM FRG SOURCES AND WILL ASSIST BURROUGHS AND OTHER US FIRMS AS APPROPRIATE. END SUMMARY.

2. BURROUGHS' REPS MARQUIS AND STEIN CALLED AT THE EMBASSY AUGUST 27, TO DISCUSS THE PRESENT STATUS OF BURROUGHS' EFFORTS TO GET THE CONTRACT FOR THE INSTALLATION OF THE TARK SYSTEM. MARQUIS SAID THAT HE UNDERSTOOD THAT THE FRG ADMINISTRATION FOR AIR NAVIGATION SERVICES (BFS) WOULD REACH A DECISION WITHIN SEVERAL WEEKS ON THE CHOICE OF A CONTRACTOR FOR THIS LONG-TERM ATC IMPROVEMENT PROGRAM. HE UNDERSTOOD THAT AT LEAST FIVE COMPANIES WERE UNDER CONSIDERATION, INCLUDING SAAB, UNIVAC AND

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SIEMANS -- ALTHOUGH BASED ON PREVIOUS CONTACTS WITH THE

BFS, HE BELIEVED BURROUGHS WAS THE FRONT RUNNER. MARQUIS VOLUNTEERED THAT BURROUGHS WAS WORKING WITH MESSER-SCHMIDT-BOELKOW-BLOHM ON THE PROJECT BUT OFFERED NO DETAILS. AT THIS STAGE, BURROUGHS WAS INTERESTED IN LEARNING WHAT INFLUENCE, IF ANY, THE FRG TRANSPORT MINISTRY MIGHT HAVE ON THE BFS' FURTHER HANDLING OF THE PROJECT.

3. EMBASSY CAA SAID THAT THE EMBASSY'S MOST RECENT CONTACTS WITH THE BFS LEFT US WITH THE IMPRESSION THAT THE ORGANIZATION WAS MOVING AHEAD SMOOTHLY TO COMPLETE THE FIRST PHASES OF THE TARK PROCUREMENT PROGRAM. AS FAR AS WE COULD DETERMINE, THE DECISIONS WERE AT PRESENT IN THE HANDS OF THE BFS TECHNICAL STAFF WITH LITTLE IF ANY INFLUENCE BEING EXERTED BY THE TRANSPORT MINISTRY. THE SITUATION COULD, OF COURSE, CHANGE PARTICULARLY IF THE AVAILABILITY OF FUNDS FOR THE PROGRAM BECAME AN ISSUE DURING LATER STAGES OF THE PROGRAM. MARQUIS SAID THAT THIS CORRESPONDED TO WHAT HE HAD HEARD DURING HIS LAST CALL AT THE MINISTRY; HOWEVER, HE WISHED TO BE CERTAIN THAT THIS WAS STILL THE CASE.

4. WE ALSO INDICATED THAT BFS OFFICIALS HAD TOLD US THEY HAD HAD DIFFICULTIES IN THE PAST WITH US SUPPLIERS OF ATC EQUIPMENT WHERE SERVICE AND THE AVAILABILITY OF SPARE PARTS WERE CONCERNED. THE BFS HAD, THEREFORE, REACHED THE CONCLUSION THAT SOME GERMAN PARTICIPATION IN PROCUREMENT CONTRACTS WAS NECESSARY TO ENSURE ADEQUATE SERVICING. MARQUIS SAID THAT HE DID NOT BELIEVE THIS WOULD BE A PROBLEM, SINCE BURROUGHS HAD COMMITTED ITSELF

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IN ITS BID TO PROVIDE THE NECESSARY MAINTENANCE AFTER
INSTALLATION AND, IN FACT, HAD A GERMAN SUBSIDIARY TO
HANDLE FOLLOW-ON ACTIVITIES.

5. MARQUIS ADDED THAT HE HAD LEARNED THAT THE BFS HAD
DECIDED TO SEEK ENGINEERING SUPPORT FOR THE TARK PROJECT
AND WAS PRESENTLY NEGOTIATING A SOFTWARE CONTRACT WITH
SEVERAL BIDDERS INCLUDING THE US SYSTEMS DEVELOPMENT
CORPORATION WITH WHOM HE PLANNED TO CONSULT DURING HIS
VISIT. WE CONFIRMED THAT THIS WAS CONSISTENT WITH IN-
FORMATION WE HAD FROM THE BFS, EXCEPT THAT THERE WAS AT
LEAST ONE OTHER NON-GERMAN COMPANY IN THE RUNNING FOR
THE ENGINEERING CONTRACT. MARQUIS SAID HE HAD FOUND IT
USEFUL TO EXCHANGE VIEWS WITH THE EMBASSY AND WOULD KEEP
IN TOUCH.

6. COMMENT: AFTER RECEIVING REFTELS, WE DISCUSSED THE
CURRENT STATUS OF THE TARK PROGRAM WITH BFS VICE-
PRESIDENT PHILIPP WHO PROVIDED US WITH THE ABOVE IN-
FORMATION. OUR IMPRESSION IS THAT BURROUGHS IS WELL
INFORMED ON TARK PROGRESS AND ON THE ATMOSPHERICS OF
FRG PROCUREMENT IN THE ATC FIELD. WE WILL FOLLOW
DEVELOPMENTS CLOSELY AND WILL PROVIDE ASSISTANCE AS
APPROPRIATE TO BURROUGHS AND OTHER INTERESTED US
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COMPANIES.
CASH

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